

Director, Pricing and Contracting, Immunology

Job ID

REQ-10088320

Oct 06, 2026

LOC_CH

About the Role

Key Responsibilities:

- Support the development and execution of pricing strategies for assigned compounds and indications, ensuring alignment with brand and market access objectives.
- Collaborate on pricing research with international functions, countries, and regions to identify competitive trends and pricing opportunities.
- Design and oversee global launch sequence optimization for assigned assets and indications to maximize pricing and access outcomes.
- Develop and co-create pricing and access models, providing strategic recommendations to optimize value realization.
- Provide pricing input into early-stage assets and due diligence projects, including price, dosing, endpoint, comparator selection, and loss of exclusivity strategies.
- Act as a pricing expert for assigned countries and share insights on key market developments and emerging trends.
- Partner regularly with countries to conduct pricing scenario analyses and support local pricing decision-making processes.
- Review and endorse product price proposals, monitor implementation of pricing and contracting decisions, support pricing documentation requirements, and drive best-practice sharing across regions and functions.

Essential Requirements:

- Min 8 years of experience in pharmaceutical companies, Health Technology Assessment agencies, healthcare consultancies, or related organizations.
- Extensive experience in pricing, market access, and commercial strategy across multiple brands and therapeutic areas.
- Strong above-country experience, including regional or global pricing and access responsibilities.
- Excellent analytical skills with the ability to synthesize complex information into actionable insights and recommendations.
- Strategic thinker with strong business acumen and financial understanding.
- Demonstrated success working across functions, including Therapeutic Areas, Value & Access, Strategy & Growth, and Finance teams.
- Experience preparing and negotiating reimbursement submissions, Health Technology Assessment engagements, and pricing strategies with payers in major markets.
- Proficient English, both written and spoken.

Desirable Requirements:

- Advanced degree such as a Doctor of Philosophy, Master's degree, or equivalent qualification in Mathematics, Economics, Business Administration, Finance, Marketing, Health Policy, Health Economics, or a related field.
- Experience within the Immunology therapeutic area.

Accessibility and accommodation

Novartis is committed to working with and providing reasonable accommodation to all individuals. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the recruitment process, or in order to receive more detailed information about the essential functions of a position, please send an e-mail to diversity.inclusion_ch@novartis.com and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

Benefits: Read our handbook to learn about all the ways we'll help you thrive personally and professionally [Novartis Life Handbook](#)

Expected Annual Base Salary Range for role: 159,600.00 - 296,400.00 CHF

The base salary offered is determined based on gender-neutral objectives, such as relevant skills, competencies and experience in accordance with the Novartis pay setting policy and upon joining Novartis will be reviewed periodically.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters.

The rewards of being part of our team go far beyond base pay and incentives. We also offer a variety of competitive benefits in kind to help you thrive personally and professionally, such as insurance plans, retirement plans, wellbeing resources and global recognition programs. In addition, we provide flexible and hybrid working options, where possible, and minimum 14 weeks paid parental leave.

In addition to your base salary, you may be eligible for a performance-based bonus depending on certain performance parameters. Long-term equity awards granted at group level may also be part of your package. Further details will be provided during the application process.

Note: Benefits and compensation may vary by country and are subject to local legal requirements, including provisions of collective bargaining agreements where applicable. A full overview of your compensation package, including any relevant collective bargaining agreement details applicable to your role based on your employment location and Novartis employer entity, will be communicated separately to you during the application process.

Commitment to Diversity & Inclusion: Novartis is committed to building an outstanding, inclusive work environment and diverse teams representative of the patients and communities we serve.

Role Requirements

Primary location salary range

CHF159,600.00 - CHF296,400.00

Division

DIV_IM

Business Unit

General Management

Location

LOC_CH
Site
Basel (City)
Company / Legal Entity
C028 (FCRS = CH028) Novartis Pharma AG
Functional Area
FCT_MA
Job Type
Full time
Employment Type
Regulär
Shift Work
No
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